DATALOGIC MOBILE

PRODUCT ANNOUNCEMENT

Quick Selling Guide

Datalogic Skorpio-GUN™ is a compact, lightweight and robust pistol grip mobile computer, particularly suited for warehouse and retail environments, where bar code scan intensive applications are the norm.

Product Highlights

Feature	Benefit
"Gryphon" handle & trigger	Superior handling and excellent balance
High shock & drop resistance	Increased reliability
Superior protection against dust and water	Resistance to harsh environments
Laser scanner with "green spot"	Industry leading perfomance with patented good read feedback
Long Range Laser option	Allows codes to be read up to 2m distance

Where to Push

Target Markets	
Warehousing	☺
Field Force Automation	☹
Retail In Store	☺
HealthCare	☹
Government	☹

Target Applications	
Inventory	☺
Picking	☺
Shipping/Receiving	☺
Shelf Replenishment	☺
Price Verification	☺
Order Entry	☺

What to Push

Key Selling Points
State-of-the-art mobile computer architecture
"Gryphon" pistol grip for scan intensive applications
Different read range options tailor the device to the application
Robust and reliable in demanding conditions

1. Product Presentation

Datalogic Skorpio-GUN™ is a compact, lightweight and robust pistol grip mobile computer, particularly suited for warehousing and retail environments where bar code scan intensive applications are the norm.

Datalogic Skorpio-GUN™ provides industry leading reliability and ruggedness. It is designed for use in hostile environments and resists multiple drops and physical abuse.

Excellent ergonomics and light weight package reduce operator fatigue, while long lasting Li-ION batteries grant full shift autonomy.

The powerful laser reader integrated with "green spot" (Datalogic patent) displays good read feedback directly on the code being scanned, simplifying the operator's activities. The Long Range laser reading option allows code reads from arms length to several meter distances.

Datalogic Skorpio-GUN™ system architecture couples the fastest Intel X-Scale series processors with the latest Windows CE operating system release. Bluetooth® and Wi-Fi® 802.11 b/g Wireless communication capabilities enable fast transactions and seamless interaction with information systems. While the latest RF security protocols such as WPA™ and WPA2™ keep data secure, with Cisco Compatible Extensions (CCX) Version 3 is possible to leverage all the advantages offered by a Cisco WLAN infrastructure.

Datalogic Skorpio-GUN™ high visibility color graphic display with touch screen helps users work more efficiently. The practical 38-key alphanumeric keypad allows data and descriptions to be quickly input.

Datalogic Skorpio-GUN™ fulfills 100% of traditional terminal emulation applications through the DL-TCL-NET™ software client. The most modern Web-based solutions exploit Microsoft Internet Explorer through the DL Locked-Web-Browser application.

Developers can create and deploy single or multiple data collection applications rapidly with MCL Collection™. Wavelink Avalanche gives IT managers the ability to centralize mobile device management by revising configurations, synchronizing software and updating firmware and drivers remotely and seamlessly.

Datalogic Skorpio-GUN™ responds to the market need for a device with a pistol grip, that is light and well balanced, compact and robust, with the latest generation of hardware, software and wireless communication.

1.1. Product Highlights

Four good reasons to choose

DATALOGIC skorpio gun

ERGONOMIC

RELIABLE

INTUITIVE

STANDARD

Your grip on warehousing solutions

1.1.1. Ergonomic

ERGONOMIC	Dimensions (LxWxH) 196 x 77 x 158 mm
	560 to 590 g including battery

Datalogic leverages a long history with hand held readers and industrial design studies aimed at preventing operator fatigue. The **Datalogic Skorpio-GUN™** exploits the best handle and trigger in the warehousing industry, directly derived from the Datalogic Gryphon™ Hand Held reader.

"Gryphon" handle & trigger

gryphon

Compact size and light weight combine to give the Skorpio-GUN™ excellent ergonomics, superior handling and effortless balance.

Designed to speed task completion in scan-intensive environments, the carrying is simplified and the portability is strongly enhanced. The universal grip shape also guarantees excellent device handling with gloves.

COMPANY CONFIDENTIAL

1.1.2. Reliable

RELIABLE	Withstands drops from 1.5 m onto concrete
	IP64 sealed for water and dust resistance
	-10° - + 50°C operating temperature
	Removable battery pack with rechargeable Li-Ion 3.7V 3300 mAh batteries
	Super Capacitor for data retention during main battery exchange

Datalogic Skorpio-GUN™ is designed to offer reliable performance in demanding conditions. The robust hard case with front & back rubber bumpers survives multiple drops, strong shocks and repetitive tumbles.

RUBBER BUMPERS

Together with 1.5m drop resistance, the IP64 protection against water and dust makes the Skorpio-GUN™ best in class and the ideal choice even for harsh environments.

The wide operating temperature range allows use of the Skorpio-GUN™ for both indoor and outdoor applications.

The Datalogic Skorpio-GUN™ autonomy provides the operator with a reliable and professional device that covers a full shift of scan-intensive work. The ability to quickly swap batteries increases this flexibility with out the threat of data loss or long down times.

BATTERY SWAP

Datalogic Skorpio-GUN™ is equipped with a Li-Ion battery pack that provides autonomy during data capture, computing and communication activities. The following table details real world test results.

Test conditions (Laser Wi-Fi model):

- Backlight always on
- Radio in Auto mode
- 1 scan every 6 sec
- 1 WLAN transaction every 6 sec

Test results:

- > 8 hours working time
- > 4,800 transactions

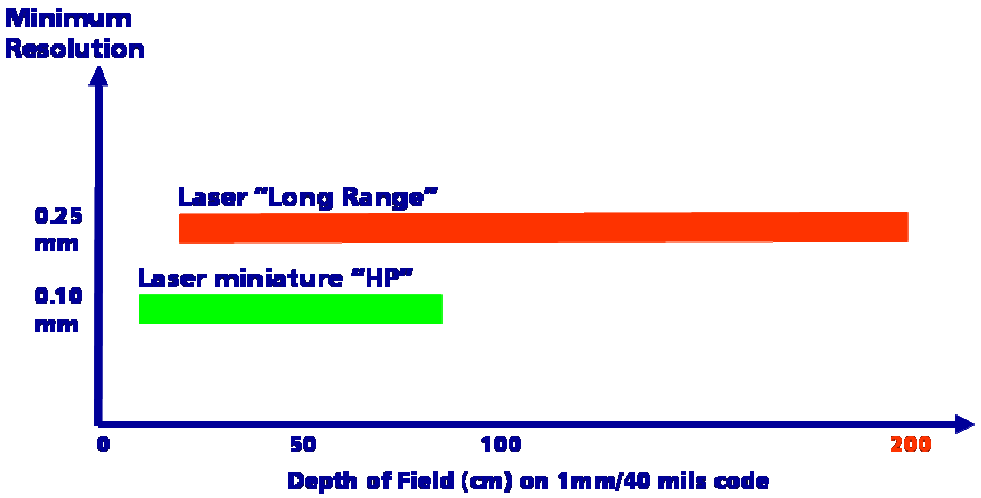
A hot swappable main battery reduces device down time. The battery can be exchanged in a few seconds without the need to physically turn off the unit, thus saving time.
During the swap phase, all data is safely frozen and preserved by a dedicated SuperCapacitor. Data retention lasts approximately 2 minutes after the main battery is deployed.

1.1.3. Intuitive

INTUITIVE	
	Standard Laser with patented Green Spot: 5 to 90 cm (DoF)
	Long Range Laser: 20 to 200 cm (DoF)
	Transflective TFT QVGA 65K color display, 2.8" with backlight, touch screen, and antiscratch shield
	38 keys alpha-numeric keypad

Datalogic Skorpio-GUN™ provides all the features needed to make the operator's task easier. The Datalogic Skorpio™ bright high-resolution display with antiscratch protection guarantees excellent readability while a practical ambidextrous keyboard speeds input of data and descriptions.

The **Datalogic Skorpio-GUN™** offers a choice between two different barcode scanners. With the standard laser, the operator benefits from the patented Green Spot, receiving immediate and visible good read feedback. This feature easily confirms a read in noisy industrial environments. The standard laser read range extends from 5 to 90 cm for a 40 mil code, depending on code resolution.



The Long Range laser option reads a 40 mil code at distances from 20 to 200 cm, depending on code resolution. This engine is capable of greater distances with the use of reflective labels. The Long Range reading option is a best in class feature for the Skorpio-GUN™**,** providing a superior advantage over competitive products.

1.1.4. Standard

The industry standard architecture of the **Datalogic Skorpio™** and **Datalogic Skorpio-GUN™** provides a high level of consistency, making every aspect of the mobility solution work seamlessly and efficiently.

STANDARD	Wi-Fi 802.11 b/g CCX V3
	Bluetooth 802.15
	Windows CE 5.0 Professional Operating System
	Intel X-Scale PXA270 @ 312/520 MHz
	128 MB Flash, 64/128 MB RAM
	User accessible Mini SD Card

Base Models

The base models are equipped with the PXA270 microproccessor running at 312MHz, 64MB RAM and the Professional "slim" version of the Windows CE 5.0 Operating System. Please refer to the Datalogic Skorpio™ Product Announcement to find a detailed explanation of the difference between OS versions.

Premium Models

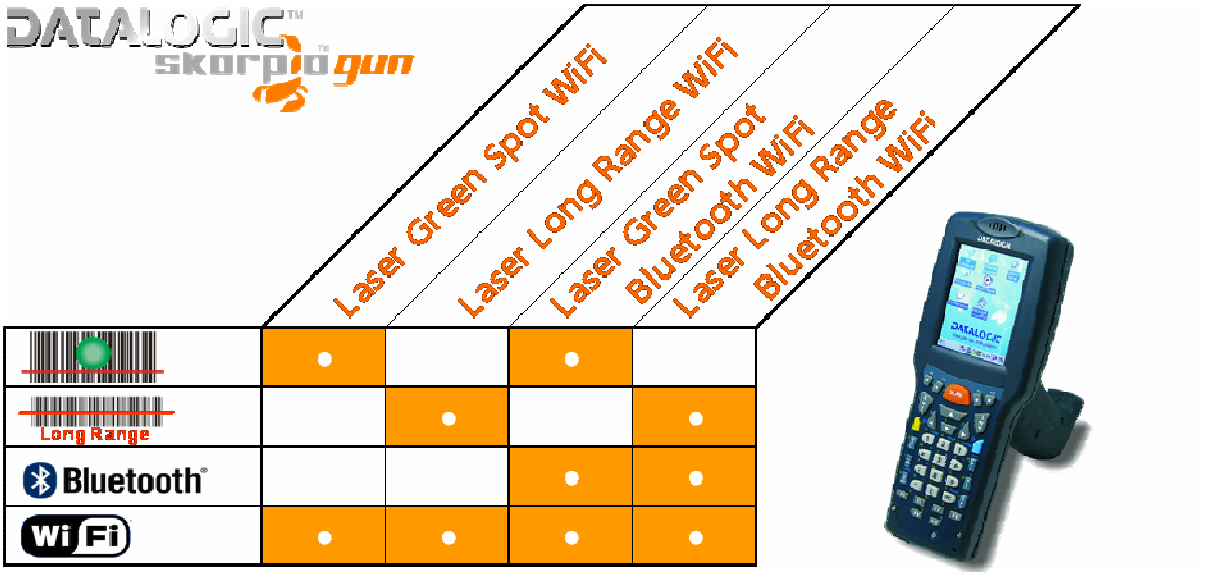
The premium models are equipped with the PXA270 microproccessor running at 520MHz, 128MB RAM and the full Professional version of the Windows CE 5.0 Operating System. These models include the WPAN Bluetooth 802.15 communication functionality.

All the models of Datalogic Skorpio-GUN™ come equipped with a WLAN Wi-Fi 802.11 b/g radio module. This radio satisfies the Market demand for data communication speed, security standards (e.g. WEP, WPA, WPA 2) and wireless certification (e.g. WIFI , CCX v3). All the current software tools available for Datalogic Skorpio™ mobile computer work on the Datalogic Skorpio-GUN™ models.

MINI SD CARD INSERTION AND REMOVAL

1.2. Models

The new **Datalogic Skorpio-GUN™** is available in 4 different models.



Part Number	Main Models Description	What's inside
Base		
942301000	DL-SKORPIO-G 700-902 WIFI, MIN+ALP	
942301001	DL-SKORPIO-G 700-202 WIFI, LR+ALP	
Premium		
942301002	DL-SKORPIO-G 701-902 WIFI+BT, MIN+ALP	
942301003	DL-SKORPIO-G 701-202 WIFI+BT, LR+ALP	

Datalogic Skorpio-GUN™ uses many of the existing Mobile Computers accessories due to its mechanical shape. The following table lists some examples:

Part Number	Main Standard Accessories Description
94A151099	DL-SKORPIO SINGLE CRADLE USB
94A151092	F-COLOR SINGLE CRADLE
94A151112	DL-SKORPIO ETHERNET DESK MULTI CRADLE
94A151091	F-COLOR MULTIPLE CRADLE
94A151113	DL-SKORPIO MODEM CRADLE
94ACC4595	FPS18 W/O POWER CORD
94ACC1150	POWER CORD EU 3-PIN (5 PCS)
94ACC1312	PG5-20 MiniUSB AC/DC POW.SUP.(W/O CORD)
94ACC1322	PG5-20 MINIUSB AC/DC POWER SUPPLY EU KIT
94ACC1291	BELT HOLSTER RIGHT FOR VIPER
94ACC1292	BELT HOLSTER LEFT FOR VIPER
94ACC1230	SWIVEL FOR FUNCTIONAL CASE (10PCS)
94ACC1240	SHOULDER STRAP (5PCS)
94ACC1250	HEAVY DUTY BELT (5 PCS)
94ACC1308	SAFE SHOULDER STRAP (5PCS)
94ACC1301	STYLUS PEN (20 PCS)
94A051016	CAB-421 USB TYPE A-B-Mini STRAIGHT
94A054000	CAVO SERIALE PER PC/AT
94A051017	CAB-381 USB TYPE A-B STRAIGHT

All the Datalogic Skorpio™ and Skorpio-GUN™ Single and Multiple cradles which have been produced since January 2007 on, use a new plastic upper case with a "U" shape.

This feature accommodates the Skorpio-GUN™ handle and permits the use of Skorpio™ mobile computers without backstrap removal.

1.4. Spare Parts

Spare parts for the **Datalogic Skorpio-GUN™** are listed in the following table:

Part Number	Spare Parts Description
890001630	DL-SKORPIO-GUN COMPLETE CASE + KEYPAD
890001631	DL-SKORPIO ASSORTED SCANNER SUPP.&G.SPOT
890001632	LASER MODULE SE950 (4 pcs)
890001633	WLAN 802.11b/g CCX V3 CF (OEM) CARD
890001634	ANTENNA+CABLES x WLAN 802.11b/g (10PCS)

The following existing Datalogic Skorpio™ spare part now includes 5 laser glasses for the standard laser models and 5 laser glasses for the long range models, to serve both Skorpio™ and Skorpio-GUN™ mobile computers:

Part Number	Spare Parts Description
890001578	DL-SKORPIO ASSORTED GLASSES (5 + 5 pcs)

The following spare part can be used to upgrade the Datalogic Skorpio™ cradles produced and sold before the modification to the upper case, those produced before January 2007:

Part Number	Spare Parts Description
890001596	DL-SKORPIO CRADLES UPPER CASE (4 PCS.)

1.5. Technical Specifications

1.5.1. Features Table

PHYSICAL CHARACTERISTICS	
DIMENSIONS	196 mm (7.7 in) x 77 mm (3.0 in) x 158 mm (6.2 in)
WEIGHT	569 to 590 g (19.7 to 20.8 oz) incl. battery
DISPLAY	QVGA Reflective TFT daylight readable color display 2.8 in. (71 mm) diagonal, 65K colors, backlight, touch screen
KEYBOARD	38 rubber keys
OPERATING TEMPERATURE	-10 ºC (14 ºF) to +50 ºC (122 ºF)
STORAGE TEMPERATURE	-20 ºC (-4 ºF) to +70 ºC (158 ºF)
DROP RESISTANCE	Withstands drops from 1.5 meters (5 ft) onto concrete
ENVIRONMENTAL SEALING	IP64 standard for water and dust resistance
PERFORMANCE	
OPERATING SYSTEM	Windows CE 5.0 Professional
MICROPROCESSOR	Intel® XScale PXA270 @ 312/520 MHz
SYSTEM RAM MEMORY	64 MB / 128 MB
SYSTEM FLASH MEMORY	128 MB (including Backup directory for user data & programs permanent storage)
EXPANSION SLOTS	Mini Secure Digital (user-accessible) Compact Flash embedded (non-WiFi models)
SERIAL COMMUNICATION	
INTERFACES	Electrical: 3-pin RS232 up to 115.2 Kbps via Transceiver/Charger USB: high speed USB via Transceiver/Charger or through mini USB connector (USB 1.1)
WIRELESS DATA COMMUNICATION	
LOCAL AREA NETWORK	IEEE 802.11b/g (Wi-Fi); CCX V3 Antenna: Internal, with diversity option Frequency range: Country dependent, typically 2.4 - 2.5 GHz
PERSONAL AREA NETWORK	IEEE 802.15 Bluetooth® (optional) Antenna: Internal
POWER MANAGEMENT	
POWER SUPPLY	Removable battery pack with rechargeable Li-Ion batteries; 3.7 V 3,300 mAh (12,6 Watt-hours) Local connection for fast battery charging

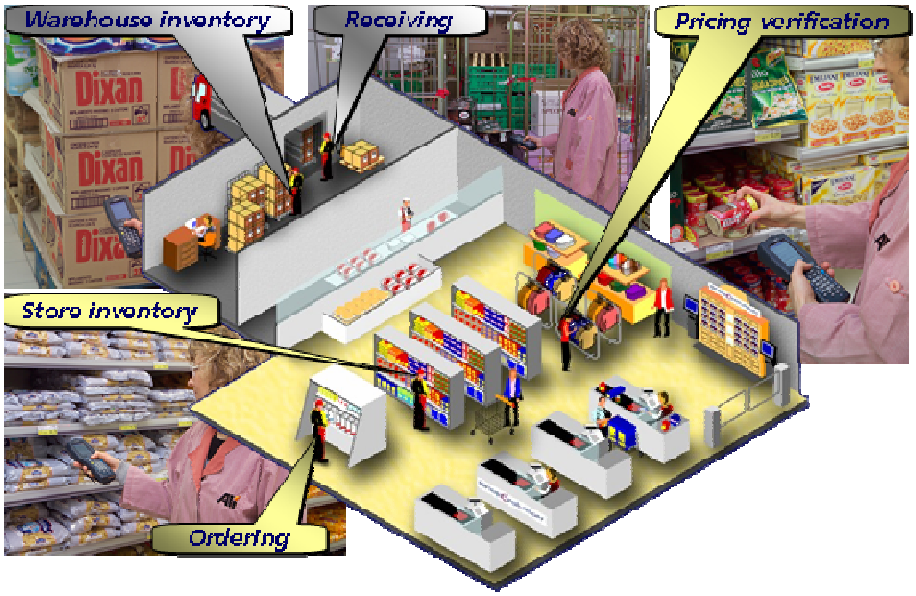
LASER CHARACTERISTICS	
SCANNING RATE	104 ± 12 scan/sec (Std Laser Models) 35 ± 5 scan/sec (Long Range Models)
MINIMUM RESOLUTION	0.10 mm / 4 mils (Std Laser Models) 0.25 mm / 10 mils (Long Range Models)
DEPTH OF FIELD	5 to 90 cm (2 to 35 in) (Std Laser Models) 20 to 200 cm (7.9 to 79 in) (Long Range Models) depending on bar code density
BAR CODES	EAN/UPC, Code 39, 2/5 Codes, Plessey, Codabar, Code 128, EAN128, MSI, Code 93, Code 11
LASER CLASSIFICATION	VLD - Class II EN 60825-1/CDHR

2. Sales and Marketing information

2.1. Target markets and applications

- **1st target: Warehousing** data collection applications include inventory, picking, shipping, receiving, etc.

- **2nd target: Retail market** data collection applications, both in the show room floor and in the stock room, include shelf replenishment, price verification, ordering, inventory, receiving etc.



According to independent research by VDC (Venture Development Corporation), the 2007 rugged hand-held mobile computer market will exceed $1,867.7 million from more than 1,790,000 units. This market continues to grow worldwide at relatively similar speeds.

Smaller Form Factors	Hand Held						
	2005	2006	2007	2008	2009	2010	CAGR
AMERICAS	858,7	907,3	958,7	1.013,0	1.070,4	1.131,0	5,7%
EMEA	521,8	554,9	590,0	627,4	667,1	709,4	6,3%
ASIA PACIFC	280,2	299,4	319,9	341,9	365,3	390,4	6,9%

Current and Forecast Rugged Mobile (SMALLER) Form Factor Computer Shipments for Consumption
(Dollar Volume In Millions)

The **2007 EMEA** target markets and applications for the **Datalogic Skorpio-GUN™** represent over **50%** of the addressable rugged hand-held mobile computer market with a potential value greater than $**300 million**.

It is important to underline the fact that, there is a UNIQUE replacement opportunity in the market today. Many retailers are looking to update their batch install base, mainly made of Symbol PDT3100/6100, to leverage radio applications in managing their businesses.

Please note that both **Skorpio™ and Skorpio-GUN™** uniquely positioned to address this market demand!

2.2. Product positioning in Datalogic Mobile product line

3.2. Key Selling Points

The **Datalogic Skorpio-GUN™** offers:

- ✓ **SMALL SIZE, LIGHT WEIGHT, "GRYPHON" INTEGRATED HANDLE**:
  Excellent ergonomics; Superior handling; Great grip feeling with or without gloves
- ✓ **EXCELLENT RESISTANCE TO SHOCKS, DROPS AND TUMBLES:**
  Maximum reliability and resistance to harsh environment
- ✓ **SEALING AGAINST DUST AND WATER:**
  Ready to operate in the most severe working conditions (indoor/outdoor)
- ✓ **LASER SCANNER with GREEN SPOT:**
  Unique good read feature; patented technology; 5 to 90 cm reading distance; great read performance on bad or damaged codes
- ✓ **LASER SCANNER, LONG RANGE:**
  Unique feature in its class; Maximum application flexibility; 20 to 200 cm reading distance; great reading performance on bad or damaged codes
- ✓ **WLAN CISCO COMPATIBLE CCX V3:**
  Exploits the advantages offered by Cisco Infrastructure
- ✓ **VERY POWERFUL HW & SW ARCHITECTURE:**
  State-of-the-Art architecture in terms of microprocessor & operating system
- ✓ **LARGE ON BOARD MEMORY AND USER ACCESSIBLE MINISD SLOT**
  100% investment protection; ready for today's and tomorrow's SW applications
- ✓ **HIGHER CAPACITY BATTERY:**
  Entire shift coverage; Long autonomy with more than 5,000 reads and WLAN transactions
- ✓ **FAST & EASY BATTERY SWAP SYSTEM**
  Rapid and simple; battery change doesn't require specific skills or tools
- ✓ **SHARP & BRIGHT TILTED QVGA DISPLAY**
  Optimal viewing angle in any lighting and handling condition; Standard resolution
- ✓ **VERSATILE AND PRACTICAL ALPHANUMERIC KEYPAD**
  Fast data input; ambidextrous keypad lay out
- ✓ **FREE SOFTWARE TOOLS**
  DL TCL-NET; DL Locked Web Browser; DL Application Manager; DL Mobile Director Local Configurator